



# MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.mdbusinessincubation.org](http://www.mdbusinessincubation.org))

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## **Technology Assistance Center (TAC) Incubator**

**Lanham, MD**

[www.pgcedc.com](http://www.pgcedc.com)

Contact: Wanda Plumer, email [WLPlumer@co.pg.md.us](mailto:WLPlumer@co.pg.md.us)

### *New Tenant:*

- **Ecologic Complex Systems** – Joseph Godfrey, Ph.D., President and CEO  
**Ecologic Complex Systems** applies high-end engineering and architecture solutions to meet the needs of government agencies and small-to-medium sized organizations.

### *New and Noteworthy:*

- **Calsha Computer Technologies**, which delivers technology education solutions for clients in the public and private sectors, has been awarded a four-part, multi-step contract for the Prince George's County government. Calsha will provide an online learning management system of technical courses for the County's 7,000 employees, an online management system of non-technical courses for up to 200 employees, development of custom software training and delivery of standard office applications.
- **Hytec Engineering, Inc.**, a provider of design engineering services and non-destructive inspection equipment and services, has named Vijay Elchuri President and CEO.
- **Verche Technologies and Management Solutions**, a woman-owned, minority business enterprise that specializes in program and project management, has announced a partnership with Rialto Systems, a woman-owned software development company specializing in system analysis, software development and data architecture.
- **Trylon**, a provider of tailored systems to the government, education and commercial organizations, will integrate a weapons' system video server for the U.S. Air Force that will permit real-time reconnaissance and mission data analysis of "in theater" operations.

## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### *New Tenants:*

- **AnhydroCyte Corporation** – Mark Berninger, Founder and CEO  
**AnhydroCyte** pioneers the development of preservation technology based on biological mechanisms for desiccation tolerance. It applies this technology to the development of new products for detection of chemical or biological threat agents, biomedical research, including drug discovery, diagnostic medicine and cell-based therapeutics.

### *New and Noteworthy:*

- **Quanta Biosciences**, which develops and manufactures quantitative tools and technologies for the genomics/functional genomics, microarray and proteomics markets, recently created a new business, **Cell Profiles**. The new company screens and validates leading drug candidates through partnerships with pharmaceuticals and biotechnology companies. Using enabling technologies and forming strategic alliances with other industry leaders, Cell Profiles is decreasing the time needed for development of novel therapies to treat disease.
- **Panacea Pharmaceuticals** has been awarded a Phase I Small Business Innovation Research (SBIR) grant from the National Institute of Cancer, an arm of NIH. The grant provides funding towards the development of a diagnostic test for pancreatic cancer based on the company's HAAH Oncology Program, which targets the enzyme Human Aspartyl Asparaginyl Beta-Hydroxylase as both a therapeutic target and as a cancer marker.
- The **MTDC** this month held a second Venture Capital Roundtable, which was hosted by Cooley Godward. The panelists included: Don Rainey, Intersouth Partners; Rachel King, NEA; Ryan Schwarz, Carlyle Venture Partners; Chris Fritz, eCentury Capital Partners; and Ray Dizon, Maryland Department of Business and Economic Development. The meeting discussed the VC markets, the importance of getting funded and what a company can do to improve its chances. After the 90-minute panel discussion and Q&A, the panelists spend time networking with 20 MTDC tenant companies.

## **Technology Advancement Program (TAP) University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

### *New and Noteworthy:*

- **Terry Chase**, president and CEO of **Chesapeake PERL Inc.**, a protein manufacturing company that produces complex recombinant proteins, was a presenter in the Entrepreneurship Experiences discussion of the Technology Start-Up Boot Camp earlier this month. The University of Maryland, College Park's Hinman CEOs Program hosted the Boot Camp, a one-day workshop featuring investors, entrepreneurs and professionals from the legal and business services sectors who taught faculty and students how to start their own companies.
- **NetInterests**, an Internet technology firm that helps small-to-medium sized professional organizations move activities to the Internet, hosted a seminar this month entitled "Smart Financial Decisions." The keynote speaker was Howard Arnold, CEO of Churchill Investment Corporation, who spoke about "Building Corporate Value."

### *Graduate News:*

- **Martek Biosciences, Inc.**, which develops and sells products from microalgae, is growing rapidly as a result of the success of its infant formula product. The company's projected revenue for FY 2002, driven primarily by the licensing of Formulaid, is about \$45 million—up from \$19 million in FY 2001. Sixty percent of the world's infant formula manufacturers have licensed Martek's product, representing a \$6 billion to \$8 billion market that includes Mead Johnson, Abbott Laboratories, and Wyeth-Ayerst. Mead Johnson recently attributed an 18 percent growth in its infant formula product line to Enfamil LIPIL, which includes Martek's oils. Martek is tripling the production capacity of its manufacturing facility, which will include three new seven-story high, 260,000-litre fermentors.

## Technical Innovation Center Hagerstown, MD

[www.technicalinnovationcenter.com](http://www.technicalinnovationcenter.com)

Contact: Chris Marschner, email: [marschnerc@hcc.cc.md.us](mailto:marschnerc@hcc.cc.md.us)

### *New and Noteworthy:*

- **DH WEB Inc.**, which designs, constructs and hosts web sites, has added the Maryland Space Grant Consortium website to its portfolio. The project is funded by NASA and Johns Hopkins University. DH Web also is producing a new website for the PGA National Golf and Sports Club Members' Club in West Palm Beach, Fla.

## Emerging Technology Center Baltimore, MD

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### *New and Noteworthy:*

- **Reactive Nanotechnologies**, which develops the use of reactive joining as an effective, efficient and economical means of joining ceramic materials and metals, was named Innovator of the Year for 2002 by *The Daily Record*.
- **Pioneer Biotechnologies**, which focuses on simplifying the study and detection of genes and on identifying and isolating compounds from natural products for therapeutic application towards various human diseases, will be launching a disease detection device in the United States. Pioneer is currently manufacturing this anti-terrorism device in Korea, which has agreed to test six units and intends to purchase more.
- **AgentSmith**, which provides software and services that increase advertising sellers' revenues, has signed a \$1.5 million contract with its first major customer, Fox/Sinclair.
- **Expression Pathology, Inc.**, a biotech company that specializes in the study of human disease processes, recently received \$50,000 from DBED's Challenge Program.
- **Alexander & Tom Interactive**, which provides e-Business solutions for marketing, e-commerce and information communications, has launched an online golf game with Pinnacle Golf, continuing a four-year partnership to promote Pinnacle brand golf balls, a division of Titleist.

## techcenter@UMBC

### University of Maryland, Baltimore County

[www.umbc.edu/Business/Research](http://www.umbc.edu/Business/Research)

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

### *New and Noteworthy:*

- Two **techcenter@UMBC** companies are presenting at the M.I.T. Forum's StartupLab. **QVIX Technologies, Inc.**, which develops real-time video software for the Internet was a mini-presenter at the event in Washington, D.C. earlier this month. **LeaTech**, a woman-owned company specializing in fluid dynamics and polymer chemistry, is presenting on November 7. The Forum, a non-profit organization dedicated to the entrepreneur community in the greater Washington and Baltimore area, hosts the StartupLab, an event where start-up companies present their business plans to a panel of experts that provide comments and recommendations through a discussion session.
- The companies of **techcenter@UMBC** were honored with the Innovation Award at the Baltimore County Business Awards ceremony hosted by County Executive C.A. Dutch Ruppertsberger earlier this month. The Innovation Award for Excellence in Technology recognized all the start-up and emerging high-tech companies at techcenter@UMBC. The annual awards program recognizes businesses and individuals whose leadership, innovation and community involvement have helped build Baltimore County's success. The techcenter@UMBC also was nominated for the Technology award by the Catonsville Chamber of Commerce.

## **Howard County Economic Development Authority's NeoTech Incubator Columbia, MD**

[www.hceda.org/incubator](http://www.hceda.org/incubator)

Contact: Carol Morrison, email: [cmorrison@hceda.org](mailto:cmorrison@hceda.org)

### ***New and Noteworthy:***

- **a2z Inc.**, which develops software used to manage and market trade shows, conferences, seminars and meetings, recently opened an office in Dallas, Texas.
- **Plethora Technology**, which develops secure, end-to-end remote computing platforms for businesses, landed a \$50,000 pilot program with the U.S. Department of Energy. Working with the Environmental Management division, Plethora is testing its software to support the division's telework, security and continuity of operations requirements.

## **The Technology Growth Center (TGC) @ University Town Center Prince George's County, MD**

[www.universitytowncenter.net](http://www.universitytowncenter.net)

Contacts: Cheryl Suggs, e-mail: [cds@universitytowncenter.net](mailto:cds@universitytowncenter.net); Verona Hill, e-mail: [vh@pgmc.com](mailto:vh@pgmc.com)

### ***New Tenant:***

- **Colding Technologies, LLC** – Larry Colding, President  
**Colding Technologies, LLC**, an information technology solutions provider, offers Document Imaging and Management, WEB Casting & Content Delivery, Video-On-Demand, Network and Systems Planning, Network Assessment, Planning, and Design, Help Desk and Desktop Services and Technical Writing.
- **Jehovah Jireh Computer Services, LLC (JJCS)** – Renee Alston, President  
**Jehovah Jireh Computer Services, LLC (JJCS)** is a consulting company with a mission to improve customer work environments by offering technological solutions and support services that increase workplace productivity, streamline operations, and lower corporate operating cost.
- **Millennium Consultants International, Inc.** – Basirat Umaru, President  
**Millennium Consultants International, Inc.**, a small accounting firm, is the first support unit to work with our tech companies offering bookkeeping/accounting and finance services/tax preparations etc.

### ***New and Noteworthy:***

- **Advanced Engineering Design (AED)**, a two-year tenant that provides IT and engineering solutions to telecommunications and Internet clients, has won a subcontract to conduct site surveys and asset inventory programs for digital telecommunications systems with Verizon Federal. AED will be conducting site, and equipment surveys for multiple sites. From that effort, CAD drawings will be created by AED. In addition, CenoTrack, AED's records management software, will be used as a repository of all of drawings and asset records.
- Dennis Hermonstynne, president of **Convergent Technologies Group, Inc.**, was honored with a National Leadership Award from the U.S. Congress. As a result of receiving this award, he is serving as honorary chairperson of the National Small Business Committee. Convergent Technologies is a consulting company that provides one-stop solutions for organizations seeking competitive efficiency through the use of cutting edge technology.
- The **Technology Growth Center** has office space available for small, startup technology companies.

## **College of Southern Maryland's Entrepreneur and Leadership Center Charles County Business Incubator/Calvert County Business Incubator**

[www.csm.cc.md.us/business/ecdi/incubate/index.htm](http://www.csm.cc.md.us/business/ecdi/incubate/index.htm)

Contact: Danita Boonchaisri, email: [danitab@csm.cc.md.us](mailto:danitab@csm.cc.md.us)

### ***New Tenant:***

- **SKYEYE Technologies, Inc.** – Robert Tonson, President  
**SKYEYE Technologies** provides a full range of expert technology and management support services such as DirecWay Satellite Broadband communications, computer and intelligence systems. STI's team of professionals provides on-going support functions such as software and systems engineering, database design and programming, communication systems design, IT SECURITY and program management services.

- **Bey Technologies, Inc.** – Robert Thompkins-Bey, President  
**Bey Technologies** sells and develops information security software applications and middleware. Aside from the development of embedded application security safeguards, BTI also develops client policies, standards, guidelines, and metric programs to help companies ensure the safety and security of their electronic information.

***New and Noteworthy:***

- **Mary Lee Kolich** has joined CSM's incubator management team as a business counselor. She will be working with tenants on a weekly basis to help identify needs and ensure continued progress. She has extensive experience in the areas of government contracting and procurement, which will be very helpful for those tenants looking for business opportunities with the government or the Patuxent River Naval Base.

***Graduate News:***

- **I-Net**, now known as **I2 Creative Media**, graduated from the Calvert County Incubator and is now working from new offices in the Calvert Industrial Park with its first two employees. The company has begun specializing in exhibits and trade show management, and it continues to do extensive IT work for the Federal Aviation Administration and other government contractors.

## **Maryland Business Incubation Association (MBIA)**

### **Angels and Eggs A Success!**

Fifteen companies have presented at Angels and Eggs, a new collaborative program between the Howard County Economic Development Authority, the Maryland Business Incubation Association (MBIA), the Maryland Technology Development Corporation (TEDCO) and UMBC. The program's goal was to network companies in Maryland incubators with angel investors through formal presentations by the finalist companies to a panel of angel investors.

The companies were: Agentsmith, Inc. (ETC); Austin Systems, Inc. (MTDC); BioMat Sciences (MTDC); Business Devices, Inc. (NeoTech); Chondros, Inc. (UMBC); Columbia Technologies (UMBC); Difference Engines (NeoTech); DVIP Multimedia Inc. (MTDC); Infinity Pharmaceuticals, Inc. (MTDC); LifeTime Pharmaceuticals, Inc. (TAP); Orthospot, Inc. (MTDC); Plethora (NeoTech); QVIX Technologies (UMBC); Synergy America, Inc. (MTDC); 20/20 GeneSystems, Inc. (MTDC); Votara Corp. (NeoTech).

The second annual Angels and Eggs event will be held on October 24, 2003. Information will be available in early Spring 2003.

## **Maryland Technology Development Corp. (TEDCO)**

### **SBIR Program Receives Funding Renewal of \$100,000 to Assist Maryland's Historically Black Colleges & Universities and Small Companies**

COLUMBIA, Md. (October 10, 2002) — U.S. Senator Barbara A. Mikulski (D-MD) announced that the **Maryland Technology Development Corporation (TEDCO)** ([www.marylandtedco.org](http://www.marylandtedco.org)) received a \$100,000 grant to help small companies compete for SBIR funding. As a result of a highly competitive bid, TEDCO, the designated lead for the state, received the grant from the Small Business Administration (SBA) to continue its successful work with Maryland's research-oriented historically black colleges and universities (HBCUs).

The SBA's second annual "Federal and State Technology (FAST) Partnership Program" awarded this year's selective grant to TEDCO to maintain its support of its successful Maryland Minority SBIR Initiative (MMSI), a consortium of HBCUs, economic development organizations and private companies. By partnering with three of Maryland's research-capable HBCUs – Bowie State University; Morgan State University; University of Maryland, Eastern Shore – MMSI provides technical and business development resources to small and minority entrepreneurs.

For more information about the SBIR program, please contact Morgan Allyn at [mallyn@marylandtedco.org](mailto:mallyn@marylandtedco.org).

## **TEDCO to Host Tech Transfer Showcase with PAX Partnership, NAVAIR and NASA-Langley**

The **Maryland Technology Development Corporation (TEDCO)**, the Patuxent Partnership, the Naval Air Systems Command (NAVAIR) and National Aeronautics and Space Administration's Langley Research Center (NASA LaRC) are hosting "Advancing Performance & Safety: Human Systems, Electronics and Sensors Technologies," a showcase that will present information about survivability and protection technologies; performance enhancement technologies; and sensors and controls technologies that are ready for commercialization by businesses and entrepreneurs.

**The showcase will be held on Tuesday, November 12, 2002 from 8 a.m. to 4 p.m. at the Veridian Engineering Conference Center in Lexington Park, Md.**

The showcase will feature presentations on cutting-edge technologies developed by researchers from NAVAIR and NASA's Langley Research Center (LaRC) as well as state and federal funding support for joint projects. At the showcase, entrepreneurs and small business owners will have the opportunity to learn how to partner with some of the world's foremost federal laboratory research centers, as well as surpass the competition, increase profits and stay at the forefront of the industry by taking advantage of technology transfer opportunities.

To register, please visit [www.mdhitech.org](http://www.mdhitech.org) or contact Angie Bergeron at (240) 453-6267 or [abergeron@mdhitech.org](mailto:abergeron@mdhitech.org) by November 5, 2002. For businesses wanting more information on the showcase, contact Steve Fritz at 410-715-4166 or [sfritz@marylandtedco.org](mailto:sfritz@marylandtedco.org).

**Information about the FLPP program and application forms are available on TEDCO's web site at [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).**

*The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

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